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The EXTENSION ANIMAL HUSBANDMAN



UNITED STATES DEPARTMENT
OF AGRICULTURE
WASHINGTON,
D.C.

Serial No. 3

September 1926

A TRIBUTE TO LIVESRTOCK

The earliest orthodox peep at the beginnings of the livestock industry and its problems comes to us from the second chapter of the Bible, in the Book of Genesis - and, in so far as burned bricks, sculptured cliffs and columns, and the written record of the world have whispered the secrets of the yesterdays of life, the problems of livestock have been wrapped and twined around every year of every era of human civilization.

From the days of the Patriarchs' cattle on a thousand hills, from the world conqueror's columns of camels of a dozen deserts, from the multitude of elephants of the proudest Pharaohic dynasty's golden age, from the palatial peacock gardens of the most powerful of ancient queens, from Arabia's incomparable herds of imperial horses, unto the scenes in the landed sheep fastnesses of the world's greatest shepherd since Father Abraham from the Adamic days unto this artful hour livestock and prosperity have waited or walked (as it were) hand-in-hand and side by side, sometimes through the lean years of hunger, and again, through the Nileanlike valley of plenty, because the problems of livestock have been, now are, and ever shall be, forever and ever, inseparably linked with all of the critical questions of city and country life.

--- Jewell Mayes

THE STOCKMAN

Behold the Stockman: Artist and Artisan. He may be polished. or a diamond in the rough—but always a gem. Whose devotion to his animals is second only to his love of God and family. Whose gripping affection is tempered only by his inborn sense of the true proportion of things. Who cheerfully braves personal discomfort to make sure his livestock suffer not. To him there is raythm in the clatter of the horse's hoof, music in the bleating of the sheep and in the lowing of the herd. His approaching footsteps call forth the affectionate whinny of recognition. His calm, well-modulated voice inspires confidence and wins affection. His coming is greeted with demonstrations of pleasure, and his going with evident disappointment. Who sees something more in cows than the drudgery of milking, more in swine than the grunt and squeal, more in the horse than the patient servant, and more in sheep than the golden hoof. Herdsman, shepherd, groom--yes, and more. Broad-minded, big hearted, whole souled; whose life and character linger long after the cordial greeting is stilled and the hearty hand-shake is but a memory; whose silent influence forever lives. May his kind multiply and replenish the earth.

Herbert W. Mumford.

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THE EXTENSION ANIMAL HUSBANDMAN

Issued by the Bureau of Animal Industry and the Office of Cooperative Extension Work Cooperating

Serial Number 3 ---

-- September 1926

Thanks are due and hereby extended to those State workers who so kindly submitted special articles and reports on various phases of their work for use in this publication. Some of their contributions are included in this issue and more will appear later.

On the last page of the March number several subjects of more or less general interest were suggested to certain members of the group for treatment. A few of them have been received and others promised for early delivery. In addition to the topics referred to, reports on the following lines of work would be very acceptable:

Meat demonstrations.
Beef-herd demonstrations.
Pig-crop contests.
Feeder-cattle exhibits.
Lamb clubs.
Livestock tours.
Barrow shows.
Register of merit for swine.

To date about 30 members of the group have written in commending the appearance of an animal husbandry extension "house organ" and offering their support in behalf of its permanency. It would be interesting and helpful to know what the remainder of the workers think of it, regardless of whether it is criticism or approval. May we not be favored with 100 per cent reactions with this number?

If activities are mentioned in these pages about which more information is desired, it will be furnished in so far as available, upon request.

It is desired that this office have an up-to-date file of the literature being used in the field by the livestock specialists of the various States. It will therefore be appreciated if copies of all such be sent in as soon as available.

--- C. D. L.

SOME RESULTS OF THE "BETTER SIRES -- BETTER STOCK" CAMPAIGN

By D. S. Burch, Editor, Bureau of Animal Industry

Since October 1, 1919, the Bureau of Animal Industry of the U. S. Department of Agriculture, in cooperation with various States, has fostered a definite method of livestock improvement popularly known as the "Better Sires — Better Stock" campaign. This activity is still going forward on identically the same plan as when first organized.

The purpose is to bring about wide public interest in the improvement of farm livestock by means of good purebred sires. The plan is aimed to interest the user of inferior sires — whose numbers are legion — rather than to work with a few selected farmers whose financial resources, farm equipment, and livestock experience are far above the average.

Barn Sign Popular

Briefly, the method is to obtain from a livestock owner his signature on a printed declaration to the effect that he will use purebred sires exclusively for all classes of livestock kept and will follow breeding methods leading to further improvement. As a recognition for this act on his part the Department of Agriculture issues an attractive certificate, and also a lithographed barn sign resembling a bronze tablet, the sign stating that "Purebred Sires Exclusively Are Used on This Farm." The signs have proved to be very popular. At the time of signing the declaration the farmer also lists his breeding stock.

The method is simple and is probably effective for that reason. The "Better Sires -- Better Stock" method of livestock improvement involves no great expense; it does not require farmers to organized themselves into an association or to incur any business or legal obligations. Rather, it is an educational and persuasive means of directing attention to better livestock methods. The enrollment blanks also provide space in which farmers may request State and Government publications on any subject in which they are interested. The blanks are countersigned by the county agent as a check on the accuracy of the figures. These figures, together with the lists of names, have enabled specialists in the Bureau of Animal Industry to make many useful compilations.

Results in Brief

Following is a very brief summary of the results to July 1, 1926:

Number of persons enrolled, 16,896.

Average new enrollment per month, about 150.

Number of animals, exclusive of poultry, undergoing improvement, 564,448.

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Number of poultry undergoing improvement, 1,276,558.

Number of counties in which more than 100 farmers are using purebred sires exclusively. 43.

The use of purebred sires leads automatically to a large increase in purebred female stock. In fact, purebred females outnumber purebred sires by 6 to 1 on farms where purebred males are used.

Although the campaign does not require farmers to organize for local livestock betterment, actual results show an increase in the number of breeders' associations and greater interest in stock raising in such localities.

About 96 per cent of persons who give the use of purebred sires a fair trial stick to the general principle of using them for all classes of stock.

There is evidence of gradual improvement of purebred stock on farms as indicated by the tendency to register only the best animals. Only about one-half of the purebred animals eligible to registration are actually registered.

The chief reasons for not registering purebred stock are poor individuality of animals and intention to sell them for meat.

Reports from stock owners show that purebreds can be sold profitably as meat animals, bringing considerably better returns than grades or scrubs.

In one county (Oldham County, Kentucky) where the financial returns from the livestock were compared with those of adjoining counties the added annual income to the county due to improved stock exceeded \$100,000. That county contained 256 purebred-sire users enrolled in the better-sires campaign.

First County to Have 100 Per Cent Purebred Bulls

On April 22, 1926, Union County, Kentucky, disposed of its last grade bull and qualified as the first county in the United States to contain only purebred bulls, there being 140 of them. Union County has 641 persons enrolled in the better-sires campaign.

The foregoing results represent the systematic, persistent effort of county agents, State extension workers and Federal specialists under a definite plan. It is not spectacular, but the policy of the Department has been to give wide publicity to accomplishments in the various States, to handle correspondence and enrollment blanks promptly — generally within three days — and to render a helpful service in the distribution of posters, electrotypes, publications, exhibits, and information relative to the progress of the work. A quarterly, mimeograph report is sent to all extension workers who apply for it.

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It may be of interest to extension workers to know that the better-sires campaign is conducted at relatively small expense to the Federal Government. The average outlay has ranged between one and two thousand dollars a year, most of which was expended for printing.

American Society of Animal Production

The 19th annual meeting of the above named organization will be held at the Sherman Hotel, Chicago, Ill., November 26th to 28th, 1926, just prior to the International Live Stock Exposition. Animal husbandmen properly look upon the sessions of this body as the source of much information and inspiration. The extension section has developed into one of the important features of the meeting and deserves the support of all who are actively engaged in animal husbandry extension work. Last year more than 60 persons representing 29 States and several Canadian provinces were in attendance at this session. For the advancement of the work it is desirable that all extension men who can arrange to do so, attend the coming meeting.

Paul Gerlaugh of Ohio and C. W. McDonald of Iowa, are respectively Chairman and Secretary of the extension section for this year. Attention is now being given to the program, suggestions regarding which will be welcomed by the officers named or E. W. Sheets, general secretary.

Changes in Personnel

Since our last issue the following changes have taken place in the ranks of the State workers.

Connecticut - R. E. Begg has been succeeded by L. V. Tirrell.

Kansas - R. W. Kiser has been succeeded by J. J. Moxley.

Nebraska - A. K. Hepperly has been succeeded by O. V. Waggener.

New Mexico - Milton R. Sharp has been appointed State animal husbandry specialist.

South Carolina - E. G. Godbey has resigned, successor unnamed.

South Dakota - G. Heebink has been succeeded by W. R. Hauser.

Washington - C. M. Hubbard has been succeeded by J. K. Ford.

West Virginia - I. B. Boggs has been appointed assistant specialist.

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BETTER SIRES WORK IN VIRGINIA

By L. I. Case, Animal Husbandman

No doubt the first extension animal husbandman on his initial trip into the field, and in his first speech, talked about better sires and ever since that time, other animal husbandman have been writing articles and making speeches about better sires. Further than that it is probably safe to say that future animal husbandmen will spend a good share of their time thinking, talking and writing about better sires as a practical means of improving our livestock.

For the past several years Virginia has been carrying on her better sires work in definite project form and in order to give an added interest to the work, it has been handled as a contest between the county agricultural agents who have considered this subject important enough to make it a major part of their year's work. Money has been raised in various ways and each year a free trip to the International Livestock Show or some other national livestock exposition has been given to the agent doing the best work.

PROCEDURE:

- (1) The project begins January 1st each year and ends November 15th thus giving the winner a chance to attend the "International".
- (2) As a means of measuring the progress made in the project in the different counties the following point system of credits is used.

Each scrub boar replaced with a purebred - 4 points
" ram " " - 5 "
" bull " " " - 10 "

- (3) Points of credit.
- (a) Points of credit are given only for the replacing of scrub sires of breeding age with purebreds.
- (b) A scrub sire is replaced when he is castrated or slaughtered and at least an interest in a purebred sire is purchased.
 - (c) Community ownership

 Two owners 2 credits

 Three " or more 3 credits
- (d) A scrub sire is defined as one that is not registered or eligible to registry.
- (e) Purebred sires to count as replacements must be registered. (The reason for this is that it has been found by experience that the large majority of sires that are said to be "subject to registration" cannot in reality be recorded).

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What the Animal Husbandman Does

In assisting the county agents the animal husbandmen each month prepare one or more articles for publication in county papers. These articles are sent direct to the agent and published under his name is he so desires. Cuts of scrub and purebred sires are furnished to county agents who use them in their local publications.

Assistance is also given in planning and organizing work in the counties, in holding special meetings; locating and selecting purebred sires and in holding sales of purebred sires. Also, reports of progress are sent each month to all agents competing.

What the County Agent Does

The county agent organizes his county for most effective work; arranges for local distribution of publicity material; fixes dates and places for meetings and demonstrations; assists in locating purebred sires and in holding local sales; and forwards to the animal husbandry office at the end of each month a report of replacements made during that month and on November 15th a final report of all replacements made during the year.

Although the plan of attack has to vary in different sections, the most orderly method this far tried and the method that will doubtless prove most productive of results is as follows: The county agent calls his Advisory Council or Board of Agriculture together or in case he has neither, he calls on a group of his more progressive stockmen from various communities, tells them of the need of better sires and asks their aid in an effort to improve the quality of the county's livestock through the use of better sires. Each man is assigned a certain area to survey and report the kind of sires in use on each farm. the survey is completed the livestock owners are card indexed and a time is set aside for calling upon the scrub sire owners selling them the idea of purebred sires and if possible getting a written or verbal promise to buy a registered sire. Probably better results have been obtained by attacking one class of stock at a time. For instance, in Orange county recently four extension men assisted by stockmen and members of the local board of agriculture, in four days, called upon nearly 100 scrub and grade bull owners, they having been sent a letter a few days previous announcing the date and hour of the intended visit. The workers traveled in pairs, one extension man with one local stockman who donated his car and one day's time. During the four days several replacements were actually made and 27 men signed agreements to attend a Better Bull Sale to be held at the local fair grounds on a date to be announced later. At that time the breed and quality of bulls desired will be on the grounds with price tags on them. Prospective buyers will look them over and each, if he finds the bull that suits, will take him away. Local breeders as far as possible will furnish the bulls, putting as low a price as possible on them.

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Results

In order to give some idea of results obtained in Virginia let it be said that during the past two years in twenty counties approximately 400 scrubs and grade sires have been replaced with purebreds of good quality. The bulk of this work has been done in relatively few counties. For example in two counties during the time mentioned l44 scrub sires have been replaced and last year the agent who won the free trip to Chicago made 34 replacements as follows: 16 bulls, 3 boars and 15 rams.

A Fable with an Extension Moral

Once upon a time a man recommended for a certain ailment a particular salt. Of those suffering from this ailment, who heard of the cure, 90% used it and were satisfied with results. The man then suggested that the salt be dissolved in water before taking, whereupon only 75% of the people used it. He then advised that the remedy be prepared in the proportion of $4\frac{1}{2}$ ounces of the salt to 8-1/3 quarts of water and found that only 60% of the people took it. He next warned against using anything but chinaware receptacles for containing the mixture and only 45% used it. Then he advised that the water first be boiled and the percentage of customers dropped to 30%. The next step was to recommend that the solution be strained through muslin cloth and only 15% bought it. Distilled water exclusively was then advised for use in preparing the solution and nobody at all would use it. Each modification had been sound and wise and the man was much disappointed. In desperation he finally made up the solution ready for use in his own laboratory and gave it a distinctive name and everybody used it and he was happy.

Moral — Everything else being equal the number of persons who will adopt a recommendation varies inversely with the number of points of complexity in the recommendation itself.

Additional State Report Briefs

A W O I

Animal husbandry work was conducted in 1439 of the 1609 townships in the State. Four thousand four hundred and fifty-seven farmers acted as local leaders and contributed 7532 days in carrying out the program. According to the records, 31,672 farmers adopted improved methods in livestock production as a result of the work. Two thousand seven hundred and thirty-four meetings and demonstrations with a total attendance of 102,158 persons were held.

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Swine - Five hundred and fifty-eight adult demonstrations were given. In addition, 2200 boys and girls fed 5237 pigs in club work. One thousand four hundred and fifty-seven farmers were aided in procuring purebred boars, 870 in getting purebred sows and 577 were assisted in the selection of brood sows already owned. Swine sanitation work was conducted on approximately 400 farms in 64 counties. Results from this project are illustrated by the report from Ida County, where in 1924, twelve farms produced 1371 pigs from 304 sows or an average of 4.51 pigs per litter. The same farms in 1925 under the open field system produced 1725 pigs from 256 sows or an average of 6.74 pigs per sow. The ton-litter project was promoted in 15 counties. The heaviest litter (12 pigs) weighed 3080 pounds at 6 months of age and was produced at a feed cost of 6.14 cents per pound. Other litters among the 27 reaching the goal, did almost as well.

Beef Cattle - Three hundred and sixty-eight demonstrations were held. In addition, 1070 boys and girls fed 1289 calves in club work. Seven hundred and thirty-four farms were assisted in procuring purebred bulls and 236 were rendered aid in getting purebred females.

Sheep and Wool - One hundred and nine mutton and wool production and marketing demonstrations were given. In addition, 241 boys and girls fed 387 lambs in club work. One hundred and ninety-seven farmers were aided in procuring purebred rams and 119 in getting purebred ewes.

NORTH DAKOTA

Better Bulls - This is a long-time State-wide project. During the year intensive campaigns were conducted in eight counties as a result of which 639 purebred bulls were placed. All but about 200 of these bulls were purchased within the State.

Sheep - Approximately 28,000 breeding ewes were introduced into the State in cooperation with the Agricultural Credit Corporation and other agencies. An average lamb crop percentage of 89.24 was obtained from them, which was considered satisfactory when the inexperience of the owners and the ages of the ewes were taken into consideration.

Feeding Schools - Fifty-one livestock feeding schools were held with a total attendance of 5.497 persons.

Judging Demonstrations - Thirty-six were given by the specialist before an aggregate audience of 3,329 people.

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Better Boars - One hundred and ninety-one purebred boars were placed during the year.

Ton-Litters - The average cost of production of the winning litters was 7.9 cents and the average profit 4.7 cents per pound.

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Pig Clubs - Such clubs were organized in 60 counties, enrolling 1048 members with 1227 animals. Five hundred and twenty-one boys and girls located in 54 counties completed the work.

Rodent Control - In cooperation with the Biological Survey, approximately 1,500,000 acres of range were protected against the ravages of prairie dogs.

Better Bulls - Four hundred and thirty-seven purebred bulls were introduced into 24 different counties.

Beef Herd Culling - Numerous culling demonstrations were held by the specialist and the county agents, as a result of which 17,524 animals were removed from breeding herds.

Sheep Improvement - Ninety-two purebred rams and 234 purebred ewes were placed in 11 counties. One hundred and forty-five farms with 5,473 head of sheep, adopted sheep work for the first time.

Baby Beef Clubs - One hundred and eighty-six members owning 294 animals completed the project. Eighty-six of the calves were exhibited at the Fort Worth Show.

Sheep Clubs - Seventy-two boys and girls out of 122 who enrolled, completed their work and marketed 398 lambs.

If youth only knew! If age only could do.

PLAN YOUR WORK

Edward A. Filene gives the following six rules as fundamental to the attainment of the most effective results in any job, big or little. They have a direct application to the extension field and are therefore passed on for such use as our group may be able to make of them. - C.D.L.

- (1) Have a definite plan and put it in writing. This makes you clear as to your purpose. It has been stated that unless a plan is written you have no plan.
- (2) Compare the plan with the methods of others who have succeeded with similar undertakings. Such checking is bound to be beneficial.
- (3) Submit the plan in advance for criticism by those it will affect. They may find flaws in it and even if not, they will be more friendly to its operation by having been previously consulted.
- (4) Put your plan in operation, otherwise it is only a day dream.

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- (5) See that your plan keeps itself in operation until revoked or the job is finished. It is not properly organized until it works automatically.
- (6) Keep your plan open to revision but do not allow it to be changed except after the most careful reasoning. The best minds have swinging doors, rather than open doors. New information opens doors and decision closes them.

1925 Agricultural Census

Preliminary statistics on the various items, including livestock, that were covered in the 1925 farm census, are now being released as State summaries by the Bureau of the Census, Extension workers may obtain such information as it becomes available by applying to the Bureau of the Census, United States Department of Commerce, Washington, D. C.

SOME CURRENT LIVESTOCK RESEARCH

Extension workers will be interested in an outline of some of the lines of investigational work that the Bureau of Animal Industry is conducting at various field stations, much of which is in cooperation with the respective States.

The locations where the work is being done, the general nature of the experiments and the persons locally in charge of the projects are listed.

Ardmore, S. D. (Ardmore Field Station)

Beef cattle - F. L. Kelso, In charge.
(1) Grazing and wintering steers.

Hogs - F. L. Kelso, In charge.

- (1) Producing feeder pigs under dry-land farming conditions.
- (2) Finishing hogs under dry-land farming conditions.
- (3) Studies on the immunization of suckling pigs.

Beltsville, Md. (Animal Husbandry Experiment Farm)

Beef cattle - B. F. Brandon, In charge.

(1) Breeding Shorthorn cattle.

Hogs - John H. Zeller, In charge.

- (1) Soft-Pork Investigations.
- (2) Brother-sister matings study.
- (3) Vitamin content of pork resulting from the use of feeds with high, medium and low vitamin content.
- (4) Studies on the immunization of suckling pigs.

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Sheep - C. G. Potts, In charge.

- (1) Development of a system of forage crop pastures.
- (2) Effects of flushing upon lamb yields.
- (3) Growth studies of lambs.
- (4) Type fixing in purebred sheep.

Wool -

(1) Growth studies - J. I. Hardy, In charge.

(2) Shrinkage determinations - M. J. Brandon, In charge.

Big Spring, Texas. (Big Spring Field Station)

Beef cattle - F. E. Keating, In charge.

(1) Fattening steers on home-grown products.

Blacksburg, Va. (Virginia Polytechnic Institute)

Beef cattle - C. R. Nobles, In charge.
(1) Handling and fattening steers.

Bridgoport, Conn.

Horses - R. E. Simms, 421 Housatonic Ave., In charge.
(1) Feeding experiments with city work horses.

Dubois, Idaho. (U. S. Range Sheep Experiment Station)

Sheep - W. A. Denecke, In charge.

- (1) Proper range utilization.
- (2) Range 1 amb production.
- (3) Breeding and improving types of range sheep.
- (4) Proper wintering of sheep on the range.

Grain Valley, Mo. (Sni-a-Bar Farms)

Beef cattle - C. S. Maddux, In charge.

- (1) Nothods of handling calves from birth to weaning time.
- (2) Methods of handling calves from weaning time to market.

Havre, Mont. (North Montana Substation)

Beef cattle - Geo. W. Morgan, In charge.

(1) Methods of grazing and wintering the beef herd.

Jeanerette, La. (Iberia Livestock Experiment Station)

Beef cattle - W. T. Cobb, Acting in charge.

(1) Comparison of cottonseed and rice products in steer fattening rations.

Hogs - W. T. Cobb, Acting in charge.

- (1) Use of rice by-products in pork production.
- (2) Studies on the immunization of suckling pigs.

Jonesboro, Ark. (District A. & M. College)

Beef cattle - A. C. Cook In charge.

(1) Comparison of the production of purebreds with grades and scrubs.

Kingsville, Texas. (King Ranch)

Beef cattle - Bradford Knapp, Jr., In charge.

(1) Fattening steer calves of various breeds and crosses.

Laramie, Wyo. (University of Wyoming)

Horses - F. S. Hultz, In charge.

(1) Breeding and feeding investigations with light horses.

Lewisburg, W. Va. (David Tuckwiller Farm)

Beef cattle - R. H. Tuckwiller, In charge.

(1) Fattening good and medium grade steers on grass.

McNeill, Miss. (Coastal Plains Experiment Station - S. W. Greene, Supt.)

Beef cattle -

(1) Grazing experiments on burned and unburned pastures.

Hogs -

- (1) Soft-Pork investigations with peanuts and soybeans.
- (2) Feeder pig production.
- (3) Studies on the immunization of suckling pigs.

Sheep -

(1) Methods of sheep production in the cut-over lands of the South.

Middlebury, Vt. (U. S. Morgan Horse Farm)

Horses - H. H. Reese, In charge.

(1) Breeding and feeding investigations with Morgan horses.

Beef cattle - H. H. Reese, In charge.

(1) Breeding of milking Shorthorn cattle.

Sheep - J. A. Stochr, In charge.

- (1) Effects of flushing on lamb yields.
- (2) Growth studies.
- (3) Grading up farm sheep.
- (4) Relative economy of early vs. late lamb production.

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Miles City, Mont. (U. S. Range Livestock Experiment Station, J. R. Quesenberry, Superintendent)

Horses - E. B. Krantz, In charge.

(1) Breeding and feeding investigations with light and draft horses.

Beef cattle - J. W. Swartz, In charge.

(1) Methods of grazing and wintering the beef herd.

Hogs - R. E. Hutton, In charge.

- (1) Lard vs. bacon types and lard and bacon type crosses for pork production.
- (2) Feeder pig production on irrigated alfalfa pastures.
- (3) Studies on the immunization of suckling pigs.

Sheep - A. L. Baker, In charge.

- (1) Range lamb production.
- (2) Range sheep feeding.
- (3) Range utilization.

Moultrie, Ga.

Hogs - E. M. Nighbert, In charge.

(1) Control of internal parasites.

Newell, S. D. (Belle Fourche Field Station - Beyer Aune, In charge)

Hogs -

- (1) Production of feeder pigs on irrigated alfalfa pastures.
- (2) Finishing hogs under irrigated conditions.
- (3) Relative economy of old sows vs. young sows in the production of pigs.
- (4) Studies in the immunization of suckling pigs.

Sheep -

- (1) Sheep production on irrigated pastures.
- (2) Grading up farm sheep.
- (3) Relative values of Hampshire and crossbred range ewes in lamb and wool production.

atamford, Texas.

Beef cattle - V. V. Parr, In charge.

(1) Surveys on costs and methods in range cattle production.

Tucumcari, N. M. (Tucumcari Field Station)

Beef cattle - D. R. Burnham, In charge.

(1) Fattening steers on home-grown products.

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O WONDERFUL HORSE:

O HORSE, you are a wonderful thing; no buttons to push, no horn to honk; you start yourself, no clutch to slip; no spark to miss, no gears to strip; no license-buying every year, with plates to screw on front and rear; no gas bills climbing up each day, stealing the joy of life away; no speed cops chugging in your rear, yelling summons in your ear. Your inner tubes are all O. K., and, thank the Lord, they stay that way; your spark plugs never miss and fuss; your motor never makes us cuss. Your frame is good for mamy a mile; your body never changes style. Your wahts are few and easy met; you've something on the auto yet. — H. R. Elliott.

The only difference between stumbling blocks and stepping stones is in the way you use them.

Sticking to Your Audience

Edward Alsworth Ross, the distinguished sociologist, was visiting Theodore Roosevelt at the White House; Roosevelt was in the hey-day of his popularity as a picturesque and powerful crusader; his messages were being read with eager interest from Wall Street to Main Street.

Mr. Ross was interested in the way Roosevelt had turned State papers into popular literature.

"How in the world do you manage, Mr. President," asked Ross, "to write your messages so that the man in the street will read them as eagerly and understand them as easily as he reads and understands the sporting page?"

"By George, I'm glad to hear you say that the man in the street reads and understands my messages, Ross," said Roosevelt, grinning broadly, "for he's the man I write them for. You know, some time ago John McCutcheon drew a cartoon, showing an old farmer, with his feet propped against the nickle railing of the stove, reading a paper marked the President's Message. And under the cartoon was the title: His Favorite Author. By George, that pleased me, Ross. I clipped the cartoon from the paper and pasted it over the desk at which I write my messages. And now when I sit down to write a message I keep my eye on that old farmer. He is the average American. Not a great deal of education, but a lot of sound sense. After I have written a while I look at the old farmer and ask: Will he understand it? If I think he won't, I rewrite it."

Sam Jones, who, in his own preachments, lifted informality into a pulpit art, would never be listed as a great preacher by the professors of sermon-building, but he swayed vast masses of people with a singular power.

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Often he began his sermons with a whimsical recognition of their rambling character.

"I may not stick to my text," he would say, "but I will try to stick to my audience."

This doctrine of keep-your-eye-on-your-audience philosophy that underlay the sermons of Sam Jones and the messages of Theodore Roosevelt may be turned into a mere recipe for charlatanry. It is, of course, the thing that all demagogues do. But it is, nevertheless, a sound principle. It underlies the successful execution of every undertaking from the job of the president to the job of the plumber.

The manufacturer must stick to the consumer.

The orator must stick to the hearer.

The writer must stick to the reader.

The teacher must stick to the student.

The servant must stick to the served.

Not for the low purpose of currying favor, but for the high purpose of carrying out successfully the business in hand.

The difference between getting by and getting ahead in any undertaking often lies in our understanding or failing to understand the people to whom we want our work or our words to appeal.

- Glenn Frank.

Cooperative Soft-Pork Investigations

On July 15th, 1926, the following conclusions were released by the various institutions which are cooperating in the study of soft-pork problems.

- (1) "Soybeans grazed with a supplementary ration of 1.5 to 2.5 per cent of shelled corn and with minerals self-fed to pigs starting at weights ranging from 25 to 85 pounds and making gains of approximately 40 to 75 pounds through a period of from 8 to 10 weeks produce, in the usual case, carcasses of a satisfactory degree of firmness, when a subsequent gain in weight of 125 pounds or more has been made by the pigs on corn with tankage."
- (2) "Soybeans fed as a supplement to corn in dry lot in the ratio of one pound of soybeans to three pounds of shelled corn, to pigs ranging up to 130 pounds in starting weights will not produce firm carcasses in the usual case, when the hogs are slaughtered after a gain of approximately 100 pounds or more has been made on the corn-soybean ration."

Previous findings in this work are reported in Department Bulletin No. 1407 "Some Results of Soft-Pork Investigations."

Economic Publications

The Bureau of Agricultural Economics of the United States Department of Agriculture issues various periodical publications that should be received by all animal husbandry workers. Among them are the following:

- (1) Monthly Supplement to Crops and Markets.
- (2) The Agricultural Situation.
- (3) Semi-annual Pig Surveys.
- (4) Seasonal and annual outlook reports on the different kinds of livestock.
- (5) Annual report on prices of purebred livestock.

Applications to receive these should be made to J. Clyde Marquis, Director of Economic Information, U. S. Department of Agriculture, Washington, D. C.

Swine Sanitation

The Department has just compiled and mimeographed a series of excerpts from the 1925 annual reports of State specialists and county agents regarding their experiences with the various swine scnitation projects.

It is believed to contain much information of value to all who are concerned with this work. Sample copies of it are being mailed to all names on the mailing list of this publication. Additional copies for distribution among county agents and other interested persons will be furnished upon application to this office.

A new poster dealing with the control of roundworms in swine is also available. -- C. D. L.

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What you really need you pay for, whether you get it or not, because it costs more to do without a thing you ought to have than it does to pay for it.

--- Bolton Hall.

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THE VALUE OF PUBLICITY

Some of us keep our noses so close to the grindstone that we are apt to overlook the value of publicity in connection with our work. The following article which appeared in the New York American will serve to illustrate what a powerful ally it really is and may suggest a greater use of it in promoting the practices which we are advocating.

--- C. D. L.

A number of striking incidents have, of late, turned the searchlight upon the cash value of publicity.

"Mellie" Dunham, a seventy-two-year-old resident of the little Maine town of Norway, had traveled only once for any great distance away from home. He had spent his quiet life, among other things, making snowshoes and fiddling for neighboring dances.

Long ago he won the reputation of the champion fiddler of Maine. He was a local celebrity, but that was all.

Then he started out to fiddle for Henry Ford. The newspapers took up the story and he became known all over the country as a colorful figure. He was surrounded by big crowds when he arrived in New York. A contract to appear in vaudeville at a large salary was immediately offered him.

He was able to command this offer not because he could play the fiddle well. He could play just as well for fifty years before. It was because the publicity he had received had aroused public interest and made people want to see him.

Nor was it just athletic ability that made "Red" Grange's first two weeks in professional football read like a financial fairy tale.

He might have cavorted in the back lot among the cows all his life, exhibiting the same finesse of speed, side-stepping and stiff-arming, and never have been able to command as much in a lifetime as he cleared in one afternoon.

The reason he was able to make as much in a couple of hours as the President of the United States receives for a year of terrific responsibility was because he had demonstrated his skill before large crowds in a spectacular way. He had received so much publicity that people wanted to see him and were willing to pay to do so.

Fay Lamphier, a lissome young lady from Sacramento, was pounding the keys of a typewriter at the usual stenographer's salary before she won the beauty contest at Atlantic City.

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As soon as she was pronounced Miss America she was offered a contract in the movies.

This was not because of her beauty alone. She was just as pretty before. It was because she had received reams of favorable publicity which made people want to see her.

Years ago, when baked apples were unknown in restaurants, a number of men interested in apple raising banded themselves together to give publicity to baked apples. They pledged themselves to ask for apples every time they sat at a public table and selected this jingle as their slogan:

"Apple, apple, ask for apple,
Everywhere you go,
Closely scan the bill of fare
And if apple is not there
Call the landlord down with care!"

Some commercial travelers took it up and the publicity given by constantly asking for apples and talking about them is said to have been one of the big reasons baked apples are now served in all restaurants.

Publicity arouses public interest. And public interest almost always brings money.

The Extension Handbook

For some time certain workers of the United States Department of Agriculture have been occupied with assembling and arranging into ready reference form, a mass of information which is to be issued as a loose-leaf, pocket-size publication under the title of The Extension Handbook. The material will consist of about 500 pages of condensed facts such as will be of almost every-day use to all extension workers. Sections on animal husbandry and animal diseases are included.

Arrangements have been made with the various State extension organizations to have copies provided for all regular members of their staffs. It is probable that the finished product will be available about January 1st, 1927.

NEW FEEDING QUESTION SERVICE POSTER

In response to an inquiry, Wayland Rhoads, a Kentucky animal husbandry specialist, submits the following information regarding a new poster. -- C. D. L.

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The feed question extension poster was designed to get in communication with farmers who want assistance on feeding questions. This poster is especially useful in assisting farmers in remote parts of the counties where the county agent does not reach so often, to get in touch with him. It is also planned for use in those counties which do not have county agents.

It is made up something similar to a calendar, with a cardboard back and about 20 postcards attached. The placard itself measures $11" \times 14"$ and the return question postal cards are $4" \times 6"$.

The placard reads:

DO YOU WANT INFORMATION ON FEEDING LIVESTOCK?

The Extension Service, College of Agriculture, University of Kentucky, Lexington, Ky.

Gives

TREE ASSISTANCE ON ALL FARM PROBLEMS Save Feed Bills by Feeding Balanced Rations

Tear off a card and mail at once.
Your question will receive careful attention.

On the address side is a place for a two cent stamp. Most of the cards bear the county agent's name and address which he places on them. These cards which have questions that the county agent is not prepared to answer, he sends to the College of Agriculture. The placards with question cards are placed by the county agents in rural stores, banks, or assembly places in his county which are some distance from the county seat. It helps to keep him in touch with all parts of his county.

When the posters are used in counties where there are no county agents then the return address of the College of Agriculture is placed on them, and they are answered direct by the college.

The cost of printing the placards and postcards was \$73.00 for the first 1000 or $7.3 \not e$ each. Each placard had 20 question postcards fastened to it, being perforated so as to be easily removed. The net cost of each question postcard was about 1/3 of a cent each.

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The question placards and cards give the county agents points of contact in all parts of their counties. It also gives the animal husbandry department closer connection with all parts of the State.

The following is the question postcard used -

Do you desire information about feeding your livestock? Mark the kind of livestock for which you desire feeding information.

,	Dairy Cattle	Beef cattle
	Sheep	Any other
What What What	is the water supply?feeds have you on hand?pasture do you have?	els?
•		NameAddress

All communications with regard to this publication should be addressed to

C. D. Lowe, Extension Animal Husbandman, U. S. Department of Agriculture, Washington, D. C.